

Message Text

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PAGE 01 STATE 167571
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FM SECSTATE WASHDC
TO USLO PEKING PRIORITY
INFO AMCONSUL HONG KONG PRIORITY
AMEMBASSY TOKYO PRIORITY

C O N F I D E N T I A L STATE 167571

E.O. 11652: N/A

TAGS: BTRA BTIO CH US

SUBJECT: TECHIMPORT SEMINARS ON OPEN PIT MINING

1. WE HAVE HEARD FROM COMMERCE AND DIRECTLY FROM THE COMPANIES THAT TECHIMPORT HAS INVITED BETHLEHEM STEEL, MORRISON-KNUDSEN, AND KAISER ENGINEERS TO PEKING TO MAKE TECHNOLOGICAL PRESENTATIONS ON HOW THEY MIGHT DEVELOP CHINESE IRON ORE DEPOSITS AT TWO SEPARATE LOCATIONS. TECHIMPORT IS INTERESTED IN HAVING THE FIRMS PROVIDE THE TECHNOLOGICAL EXPERTISE NEEDED TO MINE THE IRON ORE (USING OPEN PIT PROCESSES) AND BENEFICIATE THE ORE TO THE PELLET STAGE.

2. THE AMERICAN FIRMS, WHOM WE HAVE ADVISED TO CONTACT USLO, WILL BE ARRIVING SEQUENTIALLY. BETHLEHEM STEEL IS DUE IN PEKING JULY 3, MORRISON-KNUDSEN JULY 10, AND KAISER ENGINEERS SOMETIME BEFORE JULY 20.

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3. WILLIAM DEASY, VICE PRESIDENT, WILL HEAD THE MORRISON-KNUDSEN DELEGATION OF FIVE OR SIX PEOPLE THAT ARRIVES JULY 10 ON PIA FLIGHT 753. MORRISON-KNUDSEN ASKED TO RESERVE A 16-MM PROJECTOR AND ONE CAROUSEL-TYPE SLIDE PROJECTOR FOR USE ON JULY 10 AND 11.

4. W. R. FISHER, VICE PRESIDENT OF KAISER ENGINEERING AUSTRALASIA, WILL HEAD THE KAISER ENGINEERING GROUP OF FOUR. THEY HAD ORIGINALLY PLANNED TO ARRIVE IN PEKING ON THE SAME PLANE THAT CARRIED THE MORRISON-KNUDSEN GROUP (PRESUMABLY WITHOUT KNOWING THEIR COMPETITORS WERE ON THE SAME FLIGHT) BUT THE CHINESE HAVE NOW INFORMED THEM THAT KAISER ENGINEERS WOULD NOT START MEETINGS BEFORE THE 20TH.

5. FULL COSTS OF DEVELOPING BOTH THE SITES MIGHT TOTAL AS MUCH AS DOLS. 500 MILLION. THE 3 COMPANIES, AS FAR AS WE KNOW, ARE UNAWARE OF THE IDENTITY OF THEIR US COMPETITORS. HAS USLO HEARD OF ANY FOREIGN COMPETITION?
VANCE

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